



US Army Corps of Engineers



PROGRAM AGENDA

Welcome: (Lieutenant Colonel Bayham – Deputy Commander,
St. Louis District, United States Corps of Engineers)

Opening Remarks: (Brenda Wynne-George – Chief of Contracting)

District Overview: (Laurie Farmer – Strategic Initiative Coordinator)

Information Briefings

- ☐ Service Contract Act vs Davis Bacon - (Beth Pitrolo – Legal)
- ☐ Project Management – (Bruce Munholand - Branch Chief, PM)
- ☐ Engineering – (Gary Andruska, Civil Engineer– Engineering)
- ☐ Construction – (Rob Schiffer, P.E., Civil Engineer– Construction)

15 Minute Break

“Now – Are You Ready For the Job?” - (Archie Ringgenberg
Contracting Officer)

Presentation to:
Small Business Workshop
"Now – Are You Ready For the Job?"

St. Louis District Program Overview

Laurie Farmer

Strategic Initiatives Coordinator,
St. Louis District

May 12, 2010



US Army Corps of Engineers
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Agenda

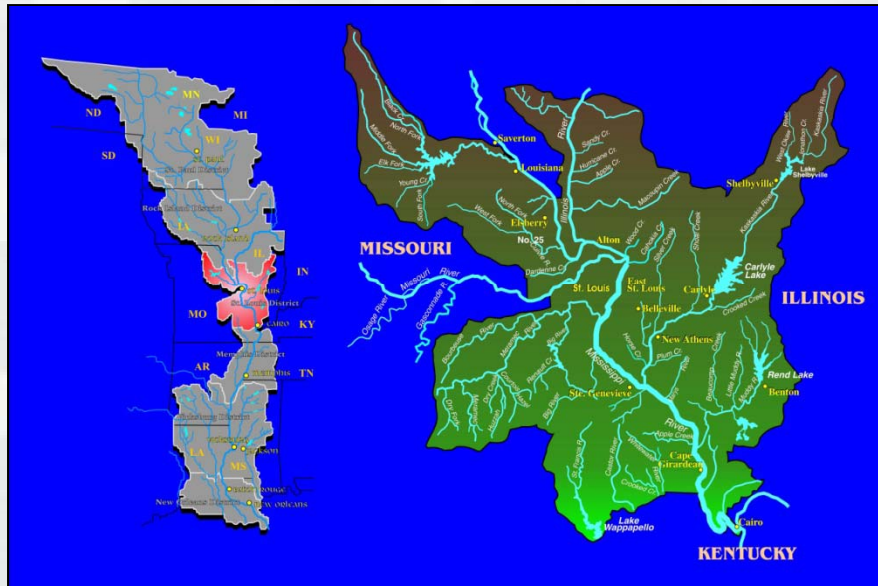
- **Overview**
- **Mission**
- **Priorities**
- **Budget**
- **Navigation**
- **Flood Risk Management**
- **Ecosystem Restoration**
- **Environmental Stewardship**



BUILDING STRONG®

St. Louis District

To manage the 300 mile Mississippi River watershed above the Ohio River through the application of engineering, scientific, and other resources while preserving, restoring and enhancing the environment; maintain core competencies needed to respond to emergencies and technical requirements.



- 10 rivers
- 5 lock & dam sites
- 5 Reservoirs
- 750 miles of levees
- 92 flood control systems
- 416 miles of navigable channel
- 70 pumping plants
- 162 recreation areas
- 1 hydropower plant

Leveraging Engineering, Science, Technology and Public Policy



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Mission Areas

- **Navigation**
- **Flood Risk Management**
- **Ecosystem Restoration**
- **Environmental Stewardship**
- **Emergency Management**
- **Water Supply**
- **Hydropower**
- **Recreation**
- **Regulatory**
- **FUSRAP**



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SHORT-TERM PRIORITIES:

- Support Overseas Contingency Operation
- Support HSDDRS/NOLA work
- Execute ARRA
- Energize Metro-East Levees Rehab
- NESP – Begin Blueprint for Action

LONG-TERM PRIORITIES:

- Risk Reduction
- Infrastructure Rehabilitation
- Significant Future Levee Investment
- Balanced Watershed Management
- NESP – Continue Blueprint for Action
- Relevant Public Service

FY10 FOCUS:

ARRA Execution

Metro East Levee Rehabilitation

Advance NESP

Complete Locks 27 Major Rehab

Support HSDDRS/NOLA work

KEY COMMITMENTS

Deliver What We Promise

Work Collaboratively

Shared Vision...Shared Responsibility

Make a Positive Impact

FY 11 / FY 10 Budget

Appropriations	FY11 President's	FY10 Omnibus	FY10 ARRA	FY09 ARRA
General Investigations	\$0	\$795K	NA	NA
Construction General	\$17.2M	\$19.5M	\$39.1M	\$26.5M
Operations & Maintenance	\$80.0M	\$71.3M	\$62.3M	\$143.2M
MR&T	\$4.9M	\$5.2M	\$1.6M	\$17.6M
FUSRAP	\$40.7M	\$48.2M	\$2M	NA
Total	\$142.8M	\$145M	\$105M	\$187.4M



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Navigation



Mel Price



Dredge Potter



River Training Structures

Vision: A watershed which supports the navigational needs of continued economic development, while protecting and enhancing the environment.

Flood Risk Management



Chain of Rocks Levee
Berm Construction

An aerial view of a large-scale construction project on a riverbank. Heavy machinery, including excavators and bulldozers, is visible working on a wide, sandy berm. The river is in the foreground, and a road runs along the right side of the construction area.



Flood Preparedness Workshops

A group of people are seated in a room, attending a workshop. They are facing a screen at the front of the room where a presentation is being displayed. The room has white walls and fluorescent lighting.

Vision: Provide and sustain a comprehensive flood risk-reduction system within the region's watershed that reliably minimizes risk to persons and property.

Ecosystem Restoration



NESP - Middle Mississippi
Restoration



EMP - Batchtown Phase III



"Riffles" Ground
Breaking

Vision: A program which meets the collaboratively identified restoration needs of the region, through the placement of well-coordinated and scientifically sound ecosystem restoration projects, consistent with the Corps' Environmental Operating Principles.

Environmental Stewardship



Tree Planting – Illinois River



**Least Tern
Hatchling**

Vision: To have 100 percent of our managed lands and waters in a healthy and sustainable condition while meeting the needs of our current and future customers.

Current Architect/Engineer & Other Professional Services Contracts



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Serving Our Region

Awareness

Communication

Seeking Solutions

Collaboration



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Legal Aspects of Contract Classification

Beth Pitrolo

Assistant District Counsel



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Service Contracts

- Defined in FAR 37.101
 - ▶ Contract that directly engages the time and effort of a contractor whose primary purpose is to perform an identifiable task rather than to furnish an end item of supply
 - ▶ Specific examples:
 - Maintenance
 - Overhaul repair
 - Servicing
 - Rehabilitation
 - Salvage
 - Modernization or Modification of Supplies, Systems or Equipment
- Contracting Officer is responsible to determine whether an acquisition is classified as a service contract procurement, in consultation with legal counsel
- Rates under the Services Contract Act of 1965 are required



Construction Contracts

- Payment of Davis-Bacon Act Wage Rates Required (FAR 22.403-1)
 - ▶ Mechanics and Laborers Paid "Prevailing Wage Rate"
 - for work in US and for contracts > \$2,000
 - rates determined by the Department of Labor
 - based on wages paid locally to "majority of a class of employees"
 - ▶ When and What For?
 - contracts involving "construction, alteration or repair (including painting and decorating)" of public buildings or public works
 - "construction, alteration or repair" defined as all types of work including:
 - ▷ Altering
 - ▷ Remodeling
 - ▷ Painting and decorating
 - ▷ Manufacturing of materials on the site of the building by persons employed by the contractor. FAR 22.401.
 - "building or work" is defined as **construction activity** and includes structures and improvements such as:
 - ▷ Bridges, dams, plants
 - ▷ Highways, parkways, streets, subways, tunnels
 - ▷ Sewers, mains, power lines, pumping stations
 - ▷ Railways, airports, terminals, docks, piers, wharves, ways, lighthouses, buoys, jetties, breakwaters, levees, canals



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Non-Construction Items

- Manufacture or furnishing of materials, articles, supplies or equipment unless conducted in connection with and at the site of such building
- Servicing and Maintenance
- Dismantling, demolition or removal of improvements, UNLESS:
 - ▶ The work is part of a construction contract, or
 - ▶ If construction at the site is anticipated by another contract. (FAR 22.402)



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Summary

- 1) The Davis-Bacon Act portion of the FAR applies to construction contracts, and requires active construction of a building or work
- 2) The Davis-Bacon Act portion of the FAR only applies to dismantling, demolition or removal of improvements if that is part of another construction contract
- 3) The Service Contract Act portion of the FAR applies to maintenance, overhaul repair, servicing, rehabilitation, salvage, modernization or modification of supplies, systems or equipment



Serving Our Region



Awareness
Communication
Seeking Solutions
Collaboration



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St. Louis District



Small Business Workshop

May 12, 2010

Project Management Overview

Bruce Munholand P.E., PMP



Project Management Overview

Programming

- Authorization
- Appropriation

Congressional
And HQ Impact

Project Delivery Process

➤ Project Delivery Team

- ✓ Project Management – Management Oversight/Direction
- ✓ Engineering – Contract Plans & Specs
- ✓ Construction – Constructability; Placement
- ✓ Contracting/Small Business – Acquisition Strategy

❖ Studies

❖ Design

❖ Contract Award

❖ Construction (Contract Admin)



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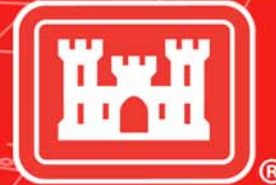


FY 10 Potential Construction Contracts *Ecosystem Restoration*

Project:	Description:	Advertise Date	Cost Range
EMP Swan Lake, IL	Pump Station	FY10 4 th Qtr	\$1M-5M
EMP Batchtown, IL	Interior Dredging	FY10 4 th Qtr	\$500K-2M



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FY 10 Potential Construction Contracts Navigation

<i>Project:</i>	<i>Description:</i>	<i>Advertise Date</i>	<i>Cost Range</i>
Locks 27 Major Rehab	Fabricate Main Lock Miter Gate	FY10 4 th Qtr	\$5-10M
	Install Culvert Valve Machinery	FY10 4 th Qtr	\$1-3M
	Install Main Lock Miter Gates	FY10 4 th Qtr	\$1-3M
	Construct Lock Wall Tie-downs	FY10 4 th Qtr	\$8-12M
	Construct Upstream Protection Cell	FY10 4 th Qtr	\$1-5M
Mel Price Locks and Dam	Install Direct Acting Cylinders	FY10 3 rd Qtr	\$.5-1.5M
	Inst. Tainter Gate Debris Shields	FY10 3 rd Qtr	\$.25-1M
	Install Service Bridge Crane	FY10 3 rd Qtr	\$.2 – 1M
	Fab. Tainter Gate Debris Shield	FY10 3 rd Qtr	\$1 – 5M
	Culvert Valve Machine Repair	FY10 4 th Qtr	\$.1 - .5M
Operations & Maintenance	Install High Mast Lighting at Lock and Dam 25	FY10 4 th Qtr	\$500K-1.5M



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FY 10 Potential Construction Contracts

Flood Risk Management

<i>Project:</i>	<i>Description:</i>	<i>Advertise Date</i>	<i>Cost Range</i>
Monarch- Chesterfield Levee	Walnut Grove Floodwall	FY10 4 th Qtr	\$1-5M
	Baxter Phase 2 (closure)	FY10 3 rd Qtr	\$1-2M
	Baxter Phase 2 (floodwall)	FY10 3 rd Qtr	\$1-4M
	Mitigation 1030 Award	FY10 4 th Qtr	\$200-500K
	RR Closure (Centaur Rd)	FY10 4 th Qtr	\$1-3M
	RR Closure (Walnut Grove)	FY10 4 th Qtr	\$1-3M
	Pump Station	FY10 4 th Qtr	\$1-2M
Wood River Levee	Phase 1 Pump Stations	FY10 3 rd Qtr	\$1-5M
	Phase 1 Closure Structures	FY10 4 th Qtr	\$1-5M
Chain of Rocks	Seepage Berms (South)	FY10 4 th Qtr	\$1-5M



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FY 10 Potential Construction Contracts *Veterans Affairs*

<i>Project:</i>	<i>Description:</i>	<i>Advertise Date</i>	<i>Cost Range</i>
St. Louis VAMC	Expand Open Heart/Cardio Mental Health Expansion	FY10 4 th Qtr	\$1 – 5M
		FY10 4 th Qtr	\$5 – 10M
Kansas City VAMC	Building Remodeling	FY10 4 th Qtr	\$10 – 20M
	Replace Sanitary Lines	FY10 4 th Qtr	\$1 – 5M
	FCA Emergency Def.	FY10 4 th Qtr	\$3 – 7M
	FCA Bldg 1 HVAC	FY10 4 th Qtr	\$3 – 7M

FY 11 Potential Construction Contracts

Ecosystem Restoration

Project:	Description:	Advertise Date	Cost Range
EMP Batchtown, IL	Interior Dredging	FY11 1 st Qtr	\$.5 – 2M



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St. Louis District



FY 11 Potential Construction Contracts

Navigation

<i>Project:</i>	<i>Description:</i>	<i>Advertise Date</i>	<i>Cost Range</i>
Regulating Works	Eliza Pt/Greenfield – Phase 2	FY11 1 st Qtr	\$1 – 5M
Regulating Works	Devil's Island – Phase 4	FY11 1 st Qtr	\$1 – 5M
Regulating Works	Red Rock Landing – Phase 5	FY11 1 st Qtr	\$1 – 5M



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FY 11 Potential Construction Contracts *Flood Risk Management*

<i>Project:</i>	<i>Description:</i>	<i>Advertise Date</i>	<i>Cost Range</i>
Chain of Rocks	Pump Station	FY11 3 rd Qtr	\$1 – 3M
Wood River Levee	Pump Station	FY11 3 rd Qtr	\$.5 – 1M
Chesterfield	Pump Station	FY11 3 rd Qtr	\$1 – 3M
East St. Louis Rehab	North Pump Station	FY11 3 rd Qtr	\$.2 - \$1M



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FY 11 Potential Construction Contracts *Veterans Affairs*

<i>Project:</i>	<i>Description:</i>	<i>Advertise Date</i>	<i>Cost Range</i>
St. Louis VAMC	Various (\$1 – 5M)	FY11 4 th Qtr	\$5 - 7M
Kansas City VAMC	Various (\$1 – 5M)	FY11 4 th Qtr	\$5 - 7M



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Architect-Engine Contracting Process Overview

- ***Architect Engineer (A-E) Selection***
 - ***Proposal and Award***
- ***Contract Administration and Management***
- ***Performance Evaluation***



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A-E Selection

- **A-E Selection Governed By Brooks Architect-Engineer Act, Public Law 92-5B2**
- **Requires the Government to publicly announce all requirements for A-E services and to negotiate contracts for A-E services on the basis of demonstrated competence and qualification for the type of Professional Services required, and at fair and reasonable prices.**
- **A-E selection based on Highest Qualified Firms**



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A-E Selection

- **Public announcement for A-E services will be issued in FEDBIZOPPS.GOV**
- **Announcement solicitation will contain:**
 - **Contract and project information**
 - **Term of contract**
 - **Contract Amount (IDIQ)**
 - **SELECTION CRITERIA and SUB CRITERIA**
 - **Submission requirements**
 - **Best Practice: Pay extreme attention to selection criteria**
- **Government appoints a Selection Board and a Selection Board Chairperson for evaluating proposals.**



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A-E Selection

- **References (Can Google all)**
 - **Brooke's A-E Act**
 - **FAR 36.6**
 - **EP 715-1-7**



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Proposal and Award

- **A-E's submit their proposals via Standard Form 330 (SF-330)**
- **BEST PRACTICES:**
 - **Fill out form exactly as requested**
 - **If never proposed before, seek a Partner to guide you, or take class**
 - **Address every single selection criteria item and sub-selection criteria item in detail**



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Proposal and Award

- **Proposals are evaluated per selection criteria**
 - **All information in 330 “feeds” selection criteria**
 - **Anticipate subcontractors needed per disciplines inferred from project information**
 - **Why – to prevent the need to obtain sub approval later**
- **Selection Board:**
 - **Evaluates and ranks each firm’s proposal individually**
 - **Meets and Unanimously develops the ranking of firms:**
 - **Highest Qualified**
 - **Most Highly Qualified**



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Proposal and Award

- Recommendation made for selection
- **Best Practice**: After selection, recommend requesting debriefing in order to improve
- **Best Practice**: New firms have gained USACE experience by teaming with firms that have USACE experience/contracts
- When selected, read draft contract before submitting proposal
- The Government's objective is to reach a contract award that is fair and reasonable



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Contract Administration and Management

- **Communicate to Technical Manager and Contracting Officer's Representative (COR)**
- **Agree on schedule dates if Scope Schedule contains days from notice to proceed (NTP)**
- **Submit Design Quality Control Plan for approval**



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Contract Administration and Management

- **Only the Contracting Officer can change contract price or schedule. If you are requested to do either by anyone other than the Contracting Officer, follow the procedures of the contract.**
 - **Notify the COR**
 - **Notify the Contracting Officer**
- **If you anticipate a problem, talk to the COR. Let us try to help you.**
- **Don't surprise us!**



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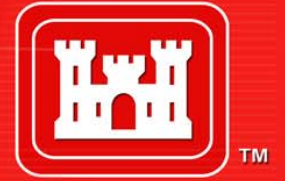


Contract Administration and Management

- **If you anticipate needing different subcontractors other than those approved at selection, propose them with task order proposal**
 - **Work with COR**
 - **May take time**
- **Submit Request for Payment on Form 93 correctly (get paid faster)**
 - **10% Retainage**
 - **Release of Claims Needed for final payment**



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Contract Administration and Management

- **Submit subcontract reporting**
- **Submit ARRA Reporting**
- **Submit accruals 3rd week of month**
- **Cannot communicate too much!**



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Performance Evaluations: Architect-Engineer Contract Administration Support System (ACASS)

- **Applies to contract actions over \$30,000**
- **Important!**
- **Used in evaluations of future selections throughout all districts**
- **Usually the COR is the Assessing/Rating Official**
 - **COR uses input from Technical Manager**



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ACASS

- **Evaluation will be generated at completion of work**
 - **If anticipate issue (schedule, rework, etc.) talk to COR before the Performance Appraisal generated.**
- **Within the ACASS system, you have an opportunity to make comments before finalization.**



US Army Corps of Engineers
The St. Louis Engineer District



INTRODUCTION

Rob Schiffer, P.E.

Civil Engineer, St. Louis Area Office

Robert.J.Schiffer1@usace.army.mil

- Three years experience with USACE QA/QC
- Ten years prior experience in private industry commercial construction management



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The St. Louis Engineer District



CONSTRUCTION QUALITY MANAGEMENT FOR CONTRACTORS



US Army Corps of Engineers

The St. Louis Engineer District



Module 1: INTRODUCTION Submodule 1: What is Construction Quality Management (CQM)?

- Construction Quality Management
 - the performance of tasks, which ensure that construction is performed
 - according to plans and specifications
 - on time
 - within a defined budget
 - and a safe work environment ([EM 385-1-1](#))
 - the **COMBINED** effort of the contractor and the Government.
 - The contractor has **PRIMARY** responsibility for producing construction through compliance with plans, specifications, and accepted standards of the industry.
 - Continuing to work in a reactive mode and relying on inspection to achieve required quality of product means that CQM is either not understood or that the philosophy has not been adopted

Module 1: INTRODUCTION Submodule 1: What is Construction Quality Management (CQM)?

- ***Contractor Quality Control:*** The primary function of contractor quality control (CQC) is to assure that the completed project meets all quality requirements of the contract.
- ***Government Quality Assurance:*** Through reviews, inspections, and tests, the Government assures that CQC is working effectively, and that the end product complies with the quality established by the contract.



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The St. Louis Engineer District



Module 1: INTRODUCTION Submodule 2: Contractor Quality Control

Control Versus Inspection:

- Control
 - continual system of planning future activities
 - Control is "preventive"
 - ensure that the contractor is adequately prepared to begin a phase of work
 - eliminate deficiencies
 - follow through in accomplishing the work in accordance with the contract
 - sometimes neglected
- Inspection
 - ongoing process where completed work is examined
 - Inspection is "after-the-fact"
 - ensure that the work was accomplished in accordance with contract provisions



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Module 1: INTRODUCTION Submodule 2: Contractor Quality Control

- ***Historically Quality Control Consisted of:***
 - a system in which the contracting agency or owner continually advised the contractor on:
 - what was correct
 - what was wrong
 - what remained to be done to comply with the contract.
- ***Responsibilities:***
 - Contractor QC
 - By the contract, the responsibility for quality control is vested in the contractor
 - Government QA
 - periodically verifying that the contractor's system of quality control is working effectively
 - Verify that construction complies with contract requirements
 - Does not assume responsibility for quality control.



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Module 1: INTRODUCTION Submodule 2: Contractor Quality Control

- Benefits
 - Contractor
 - greatly reduce the largest unnecessary cost to the contractor--the tear out and replacement cost stemming from deficient workmanship and materials
 - earlier completion, reduced field overhead costs, and the ability to do a greater volume of business
 - Reduced costs result in greater profits for the contractor
 - performance improves the reputation and image of the contractor leading to possible future contracts
 - Since safety is an integral part of CQM, the contractor benefits by experiencing less lost-time and fewer insurance claims, which result in greater profit
 - Contractor personnel take pride in delivery of a quality product

Module 1: INTRODUCTION Submodule 2: Contractor Quality Control

- **Benefits**
 - **Government**
 - Manpower is more effectively used
 - results in fewer deficiencies and corrective efforts
 - Public relations and client/customer satisfaction are improved when projects are completed on time
 - Cost and time growth are minimized
- Simply stated--a quality product delivered safely, on time, and within the budget.



US Army Corps of Engineers The St. Louis Engineer District



Upcoming CQM Course Sessions

- **June 29-30, 2010**
- **September 28-29, 2010**
- **December 7-8, 2010**
- Two-day class schedule:
 - Tuesday 8:00 a.m.- 4 p.m., Wednesday 8 a.m.- 2:30 p.m.
- Location: Construction Training School
- Click here:
<<http://www.agcstl.org/Portals/0/events/Construction%20Quality%20Management%20Flyer%203%20Classes.pdf>> for details/registration form
Click here <<http://events.agcstl.org/imispublic>> to register online AGC
- Member \$100, Non-Member \$200



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The St. Louis Engineer District



AGCST.LOUIS
Professional Development

In Partnership With the US Army Corps of Engineers

Construction Quality Management for Contractors

Robert Schiffer, P.E. — Facilitator

June 29-30, 2010 or September 28-29, 2010 or December 7-8, 2010

Two-day class schedule: Tuesday 8:00 a.m.—4 p.m., Wednesday 8 a.m.—2:30 p.m.

Construction Training School, 6301 Knox Industrial Drive, St. Louis, MO 63139
2nd Floor Assembly Room

Purpose: This course familiarizes contractor personnel with Corps of Engineers Construction Quality Management concepts and procedures.

Description: Training will include Contractor's Review; Quality Management Planning; Preconstruction Conference and Coordination Meeting; Submittals; Quality Management during Construction; Making the System Work; Resident Management System and overview of Quality Control System (QCS) a contract administration computer program.

Students will be provided with a student workbook. To successfully complete this course, the student must be present for **both days of class** and achieve a passing grade of 70 on the written test given at the end of the course. A certificate will be issued to all students who satisfactorily complete the course. This certificate is valid for 5 years.

Registration Deadlines:

- June classes—June 15, 2010
- September classes—September 14, 2010
- December classes—November 22, 2010

Professional Development Policy Committee reserves the right to limit number of enrollees from one company.

Please select one: ☐ **June 29-30** ☐ **September 28-29** ☐ **December 7-8**

Name: _____
Company: _____
E-mail: _____

Fee: \$100 per person - AGC members
\$200 per person - non-members
(Fees include textbook and lunch each day)
For questions, please contact Joanne Engel at
(314) 644-1525 or jengel@stl-cts.org

Online registration available at
<http://events.agcstl.org/imispublic/>
OR

Send registration form and check to
AGC of St. Louis
6330 Knox Industrial Drive
St. Louis, MO 63139
Or fax to (314) 781-2874

☐ Enclosed check payable to AGC of St. Louis
☐ Please invoice us (**AGC Members Only**)
☐ We wish to pay with a credit card.
☐ American Express ☐ MasterCard ☐ Visa
Card Number _____

Expiration Date ____ / ____

Name on Card _____

Company _____

Address _____

City, St., Zip _____

Phone _____

Total Amount Due \$ _____

Authorized Signature



USEFUL WEB SITES

Corps Web Sites:

- St. Louis District
www.mvs.usace.army.mil
- Mississippi Valley Division
www.mvd.usace.army.mil
- Corps of Engineers Headquarters
www.usace.army.mil



US Army Corps of Engineers The St. Louis Engineer District



USEFUL WEB SITES, CONTINUED

- COE Pub's, Engineer Regulations, Guide specifications, etc.
www.usace.army.mil/publications/
- COE Safety Manual (EM385-1-1) (New Manual - 2008)
www.usace.army.mil/CESO/Pages/EM385-1-1,2008NEW!.aspx
- QCS Home Page (Software, Manuals, Guidespecs, etc.)
www.rmssupport.com/qcs/default.aspx
- FedBizOps
www1.fbo.gov/servlet/slog



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2010 St. Louis Small Business Week Expo

“Help Wanted Phase II – Are You Ready for the Job?”

***By
Corps of Engineers, St. Louis District***

May 12, 2010



US Army Corps of Engineers



FAR "Rule of Two"

- ❑ There is a reasonable expectation that offers will be obtained from at least two or more responsible small business concerns

Competition Demonstration Program

- ❑ Public Law 100-656, Small Business Competition Demonstration Act of 1988

SBA 8(a) Program

- ❑ If a project is accepted into the 8(a) program then it stays in the 8(a) program

FY10 SB Floors

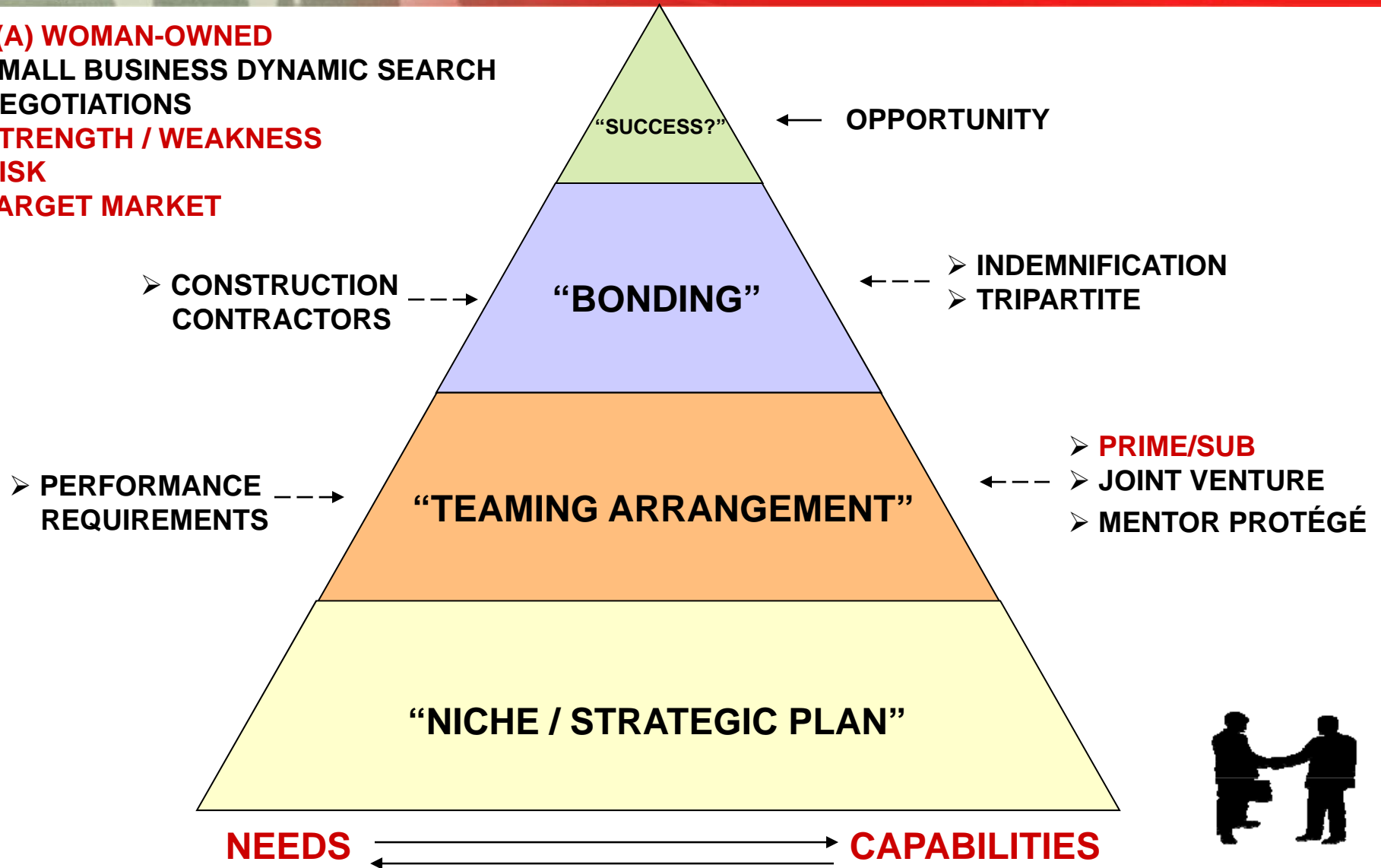
SB	33%
SDB	18%
WO	5.8%
SDV	3%
HUBZ	10%



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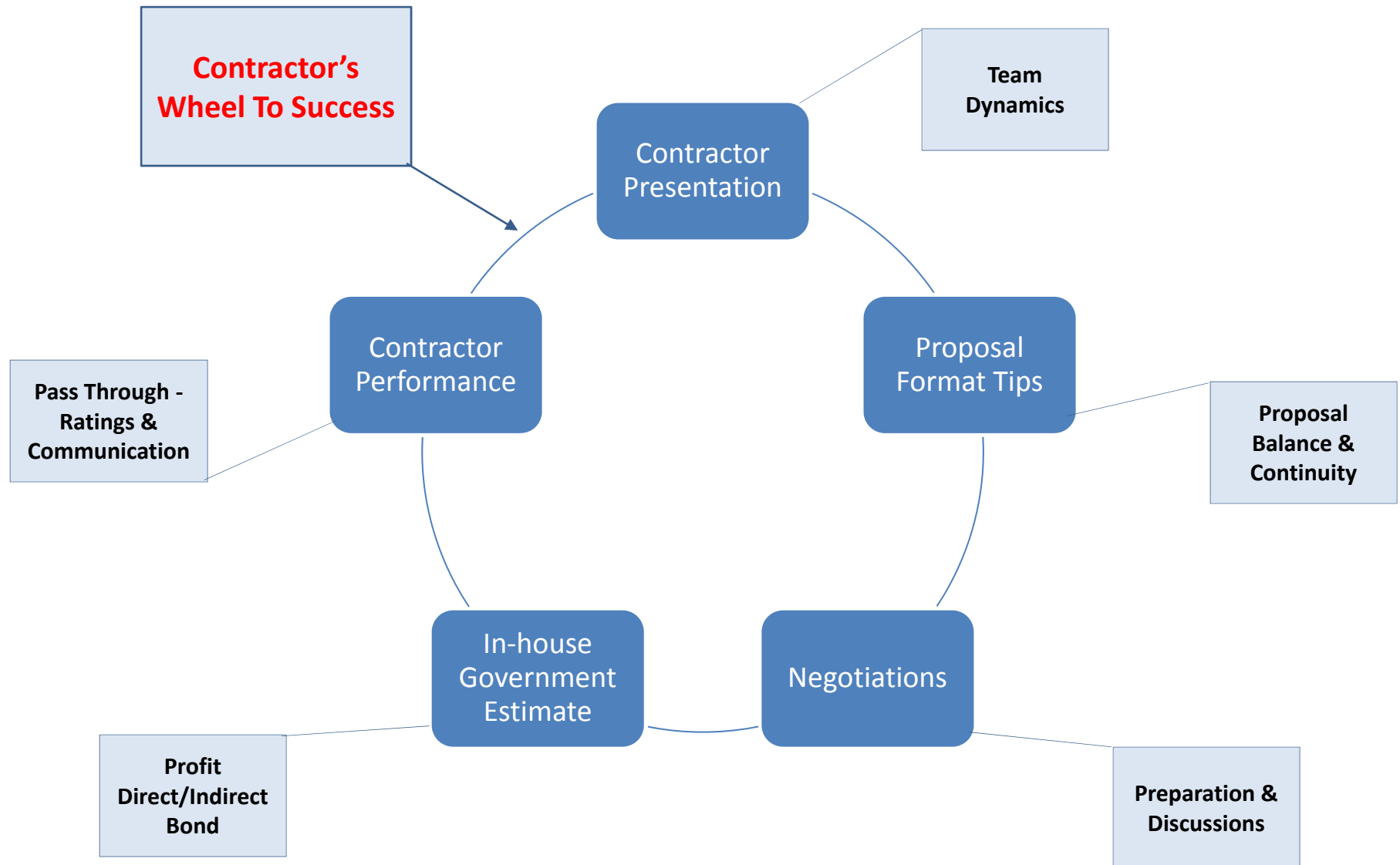


- ✓ **8(A) WOMAN-OWNED**
- ✓ **SMALL BUSINESS DYNAMIC SEARCH**
- ✓ **NEGOTIATIONS**
- ✓ **STRENGTH / WEAKNESS**
- ✓ **RISK**
- ✓ **TARGET MARKET**





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Small Business Issues (other)

- Time Management
- Strategic Plan / Market Analysis
- Small Business Program Managers
 - ...Can They Actually Help You?
- Large Business?



“Information is knowledge and knowledge is Power!”

“The circumference of your knowledge controls the diameter of your actions”

“Somebody gave You an Opportunity”



US Army Corps of Engineers



Points of Contact

Col. Thomas E. O'Hara, Jr.
District Commander (314) 331-8010

Lt. Col. Robert J. Bayham,
Deputy District Commander (314) 331-8014

Joe Kellett,
Deputy for Planning, Programs, and Project Mgt. (314) 331-8012

Dave Busse,
Chief, Engineering-Construction Division (314) 331-8202

Peg O'Bryan,
Chief, Operations Division (314) 331-8100

Brenda Wynne-George,
Chief, Contracting Division (314) 331-8500

Glenn Chatman
Small Business Program Manager (314) 331-8513



US Army Corps of Engineers



Serving Our Region

Awareness

Communication

Seeking Solutions

Collaboration

BUILDING STRONG_{SM}

2010 St. Louis Small Business Expo
Attendees

Attendee	Company Name	
Roger Ordonez	Up & Going, LLC	
Eric Douglas	RBO Print Logistix	
Lowell Patterson	Emery Sapp & Sons, Inc.	
Fred Jaeckle	S.M. Wilson & Co.	
Joe Pulliam	S.H. Smith & Co, Inc.	
Stan Heckman	CSH Trailers	
Col (Ret) Brett L. Hanke	Hanke Constructors	
Samuel Washington	Southern University BR	
Rich Donahower	McGrath & Associates	
Casey Jones	Keith Contracting	
Patty Capes	Bayshore Contracting	
Sharon Tielke	TGB, Inc.	
Kiesha Williams	Truckla Services, Inc.	
Dana Fowler	Media Flashpoint	
Ryan Guirl	Rain for Rent	
Brittany Rogers	A&H Contractors, Inc.	
Jeff Neumann	Global Environmental, Inc.	
Todd Scheibe	KPFF Consulting Eng.	
Patti Guttmann	SBA	
Darrell Eilers	EFK-Moen	
Lynn Clasen	OFRA	
Paul Hurley	Graybar	
Dennis Melton	SBA	
Jacquiline Gray	J. Gray Construction, Inc.	
Curtis Parrish	Volk Construction Co.	
Dan Rayhawk	G&W Engineering	
Vicki Dunn	Global Environmental, Inc.	
Sly Kesel	JCAM, LLC	
Alan Stevenson	Pangea Group	
Lorraine Robison	Bridgeway 2 Adventures	
Pam Hobbs	Geotechnology	
Tom Kaimon	SM Wilson	
Anne Medeck	Interiors Unlimited	
Randy Callahan	Randy S. Callahan Construction	
Mark Meyer	Intuition & Logic	
Andy Babinski	Nootek Construction	
Jon Schulte	USACE	
Rexal Heidelberg	Truckla Services, Inc.	
Sharon May-Zinser	Directions In Design, Inc.	
Dana Martin	Cole	
Mike Evans	Evans Facility Consultants	

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Attendees

Joe Frank	Missouri PTAC	
Kevin P. Robinson	Robinson Construction	
Karen Vanserark	Bayshore Contracting	
Michael Zambrana	Pangea Group	
Stanley Webb	Webb Engineering	
Yvonne Reed	Webb Engineering	
Whitney DeBordelaber	Steward Machine	
Steve Schultz	SKW, Inc	
Carla Shun	Quality Stainless Products	
Nat Walsh	American Design Builders	
Marsin Gelbert-Murphy	Kaskaskia Engineering Group	
Patricial McWard	Mays Maune McWard, Inc.	
Janet Quinn	Quinn Contracting, Inc.	
Davis Quinn	Quinn Contracting, Inc.	
Martha Moore	McCormick Asphalt, Paving & Excavation	
Clyde Mauk	LBL Contracting	
Denny Burns	Patton-Tully Marine, LLC	
Darrell Huckabay	MGE Engineering	
Funmi Ojo	Shalom Services Corp	
Patty Olsen	The Vondive Group	
Rob Carrothers	Soil Tek of Mid America	
John Byrd	Fred Weber, Inc.	
Deanna Smith	Southern University BR	
Bob Hemmer	Hammer LGC, Inc.	
Joshua White	Terra Novus Environmental Restoration	
Claire Pugsley	Midwest Mowing, Inc.	
Christine Johnson	Midwest Hauling	
Paul Findlay	Robinson Construction	
Virginia Burns	Patton-Tully Marine, LLC	
Joe Leahy	Smith & Co.	
Thomas Saulsberry	C&L Hauling, LLC	
Seth Nelson	FSI	
Ed Smith	John T. Smith Masonry	
Nick Knobbe	McGrath & Associates	
Laura McAfee	Midwest Mowing, Inc.	
Massie Nicholson	SBA	
Kevin White	Tech Electronics	
Paul Waggoner	Bayshore Contracting	
Keith Moore	McCormick Asphalt, Paving & Excavation	